



**Los Angeles County  
Board of Supervisors**

**Hilda L. Solis**  
First District

**Mark Ridley-Thomas**  
Second District

**Sheila Kuehl**  
Third District

**Don Knabe**  
Fourth District

**Michael D. Antonovich**  
Fifth District

May 17, 2016

The Honorable Board of Supervisors  
County of Los Angeles  
383 Kenneth Hahn Hall of Administration  
500 West Temple Street  
Los Angeles, California 90012

Dear Supervisors:

**Mitchell H. Katz, M.D.**  
Director

**Hal F. Yee, Jr., M.D., Ph.D.**  
Chief Medical Officer

**Christina R. Ghaly, M.D.**  
Chief Operations Officer

**AUTHORIZE THE COUNTY PURCHASING AGENT TO PROCEED WITH  
THE SOLE SOURCE ACQUISITION OF ZIMMER US, INC.'S FLUID WASTE  
MANAGEMENT EQUIPMENT AT LAC+USC MEDICAL CENTER  
(FIRST SUPERVISORIAL DISTRICT)  
(3 VOTES)**

313 N. Figueroa Street, Suite 912  
Los Angeles, CA 90012

Tel: (213) 240-8101  
Fax: (213) 481-0503

[www.dhs.lacounty.gov](http://www.dhs.lacounty.gov)

**SUBJECT**

Authorize the Internal Services Department as the County's Purchasing Agent to proceed with the sole source acquisition of medical equipment, for the Department of Health Services' LAC+USC Medical Center.

**IT IS RECOMMENDED THAT THE BOARD:**

1. Authorize the Internal Services Department (ISD), as the County's Purchasing Agent, to proceed with the sole source acquisition of a fluid waste management equipment from Zimmer US, Inc. (Zimmer) for the Department of Health Services' (DHS) LAC+USC Medical Center (LAC+USC MC) at an estimated cost of \$434,000.

*To ensure access to high-quality,  
patient-centered, cost-effective  
health care to Los Angeles County  
residents through direct services at  
DHS facilities and through  
collaboration with community and  
university partners.*



[www.dhs.lacounty.gov](http://www.dhs.lacounty.gov)

## **PURPOSE/JUSTIFICATION OF RECOMMENDED ACTION**

### Background

LAC+USC MC uses a fluid waste management system from Zimmer that consists of the following three units:

1) An Ultra Duo Cart that is designed to be left in Operating Room (OR) suites and provides a sealed, cleaned and disinfected fluid reservoir for each patient during surgery, 2) An Ultra Evac stand-alone disposal unit for use with the Ultra Duo cart and is designed to automatically empty, clean, and disinfect cart reservoirs using a simple all-in-one nozzle connection, 3) The Safety Station is designed to allow operators to simply place fluid filled canisters in the unit, close the lid and with the touch of a button, canisters are automatically emptied, cleaned, and disinfected.

Approval of the recommended action will enable LAC+USC MC to acquire on a sole source basis and replace two out of the three pieces of equipment (Ultra Duo Cart & Ultra Evac) in the existing fluid waste management system that is near the end of its life expectancy and allows for the safe and efficient removal of fluids, such as blood and topically applied saline.

The basis for the sole-source acquisition of this equipment is due to the fact that Zimmer US, Inc. is the original manufacturer and the sole distributor of the existing Fluid Waste Management System at LAC+USC MC and the equipment is not compatible with other manufacturers.

The Ultra Duo Cart and Ultra Evac unit are replacements to the existing fluid waste management equipment which are proprietary and manufactured solely by Zimmer Biomet. The new Ultra Duo Cart and Ultra Evac unit can connect directly to the existing Safety Station without having to replace the station; this will save cost. The Zimmer is an easy transition to upgraded equipment and no additional modifications will be required to connect to the Safety Station. Also, the Zimmer has been purchased at Harbor-UCLA Medical Center, so Zimmer has offered a discount of 64% off of the 2016 list price.

The purchase of the Zimmer Fluid Waste Management Equipment is required to meet the continued provision of quality patient care services to the citizens of Los Angeles County. The Zimmer will decrease the length of time in surgery as fluid waste will be disposed of immediately, provide better patient outcomes, and patient and employee safety in the OR.

### **Implementation of Strategic Plan Goals**

The recommended action will support Goal 1, Operational Effectiveness/Fiscal Sustainability, of the County's Strategic Plan.

## **FISCAL IMPACT/FINANCING**

The estimated acquisition cost of the fluid waste management equipment is \$434,000. This includes the equipment, accessories, training, and a standard 12-month warranty. DHS will obtain a Board approved maintenance agreement for on-going maintenance of the equipment when the manufacturer's warranty expires at an estimated annual cost of \$16,255.

This equipment will be purchased in FY 2016-17 and funding is included in LAC+USC MC's Fiscal

Year 2016-17 Budget. Funding for the estimated annual maintenance and repair costs will be requested in future fiscal years as needed.

**FACTS AND PROVISIONS/LEGAL REQUIREMENTS**

On October 16, 2001, the Board approved the classification categories for fixed assets and new requirements for major fixed asset (now referred to as capital asset) acquisitions requiring County departments to obtain Board approval to purchase or finance equipment with a unit cost of \$250,000, or greater, prior to submitting their requisitions to ISD.

**CONTRACTING PROCESS**

The acquisition of equipment falls under the statutory authority of the County Purchasing Agent and will be accomplished in accordance with the County's sole source purchasing policies and procedures established by ISD.

**IMPACT ON CURRENT SERVICES (OR PROJECTS)**

Approval of the recommendation will allow LAC+USC MC to provide optimal patient surgical care services, meet infection control standards and enhance patient and employee safety in the OR.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Mitchell Katz".

Mitchell H. Katz, M.D.

Director

MHK:az

c: Chief Executive Office  
County Counsel  
Executive Office, Board of Supervisors  
Internal Services